



Bill Carigan, MBA

Profitable Growth & Servant Leader



(513) 807-6287 @bill.carigan@promarkcpi.com

Proven Fortune 500 & Nasdaq 100 Sales & Marketing leader with a 25+ year track record of developing top tier sales forces, go-to-market strategies, and profitable customer relationships.

Highly skilled operator consistently exceeding sales and profit goals.



Market President

(2017 - present)
Promark/CPI

Chief Commercial Officer

(2015 - 2016)
Senneca Holdings

Vice President of Marketing & Training

(2014 - 2015)
Storopack, North America

Vice President of Strategic Markets

(May 2011 - August 2013)

Vice President of Sales, Central-Midwest-South

(July 2007 - May 2011)
Cintas Corporation



Member of the Board of Directors
The Dragonfly Foundation



Proven Skills

Talent Management & Development • Sales Negotiation • Profit Center Management • Marketing Strategy & Execution • Account Penetration • National Account Management • Highly Skilled Practitioner of Strategic & Competitive Selling

Signature Qualifications

Developer of 100s of President's Club Performers • 15-Time Diamond Club Winner • Outstanding Achievement Award Winner • Highest Net Promoter Score in the Corporation • Lowest Sales Turnover in the Corporation

Career Highlights

Credited with the **largest direct sale** in company history.

\$40M

Facilitated weekly "Flash Mob" meetings leading to successful transition of **300 executives**.

300

Tripled customer count in three years with a net promoter **score of +92**.

+92

Exceeded annual new business projections by **over 37%** - highest operating profit in division history.

17%

Increased internal growth rate by **17% in 18 months**.

37%

Promoted **6 executives** to officer level positions.

6

Let's meet to review my full resume for an in-depth look at the stories and details that demonstrate my ability to support your organization.